



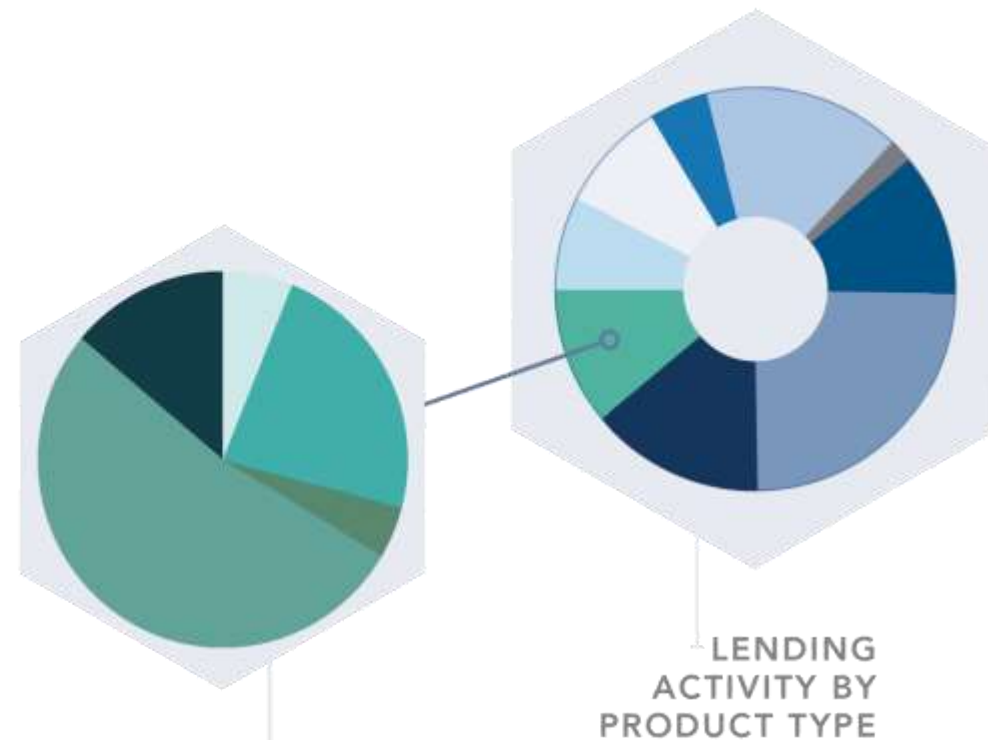
Pathway Lending

Financing Businesses. Strengthening Communities.

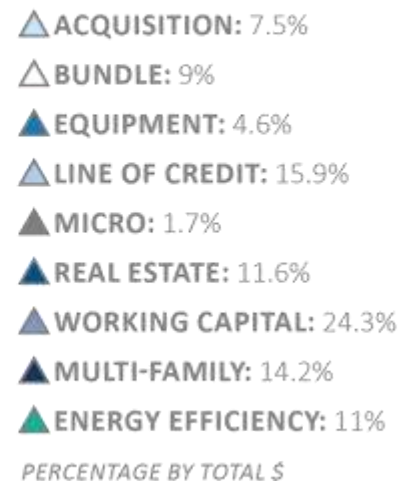


OUR MISSION:

- ▶ To provide underserved small businesses with lending solutions and educational services that result in job creation and economic development.



DETAIL: ENERGY EFFICIENCY LENDING



OUR FOCUS:

Energy Efficiency Lending

TN ENERGY EFFICIENCY LOAN PROGRAM

- ▶ Loan program launched in 2010:
 - State of TN
 - TVA
 - Pathway Lending
- ▶ Up to 100% financing for projects ranging from \$20,000 to \$5 million
- ▶ Low-cost financing puts significant, long-term savings within reach for commercial, industrial, and nonprofit businesses and governmental entities





ENERGY EFFICIENCY FOCUS:

Loans for Businesses & Nonprofits

- ▶ 2% for 5 years or 5% for 10 years
- ▶ Interest-only draw period
- ▶ 100% Financing
- ▶ Key Markets: Industrial businesses; Hotels; Auto dealerships, and; Athletic/community centers

Loans for Governmental Entities

- ▶ 2% rate for 6-year capital outlay notes
- ▶ Annual payments
- ▶ 100% financing
- ▶ Key Opportunities: School systems;
- ▶ Jails and hospitals; Water treatment facilities, and; Street lighting

WHY?

- ▶ Traditional financing sources often will not lend for energy efficiency projects because they are outside of the institution's knowledge base and adequate collateral is not available.

Key Markets:

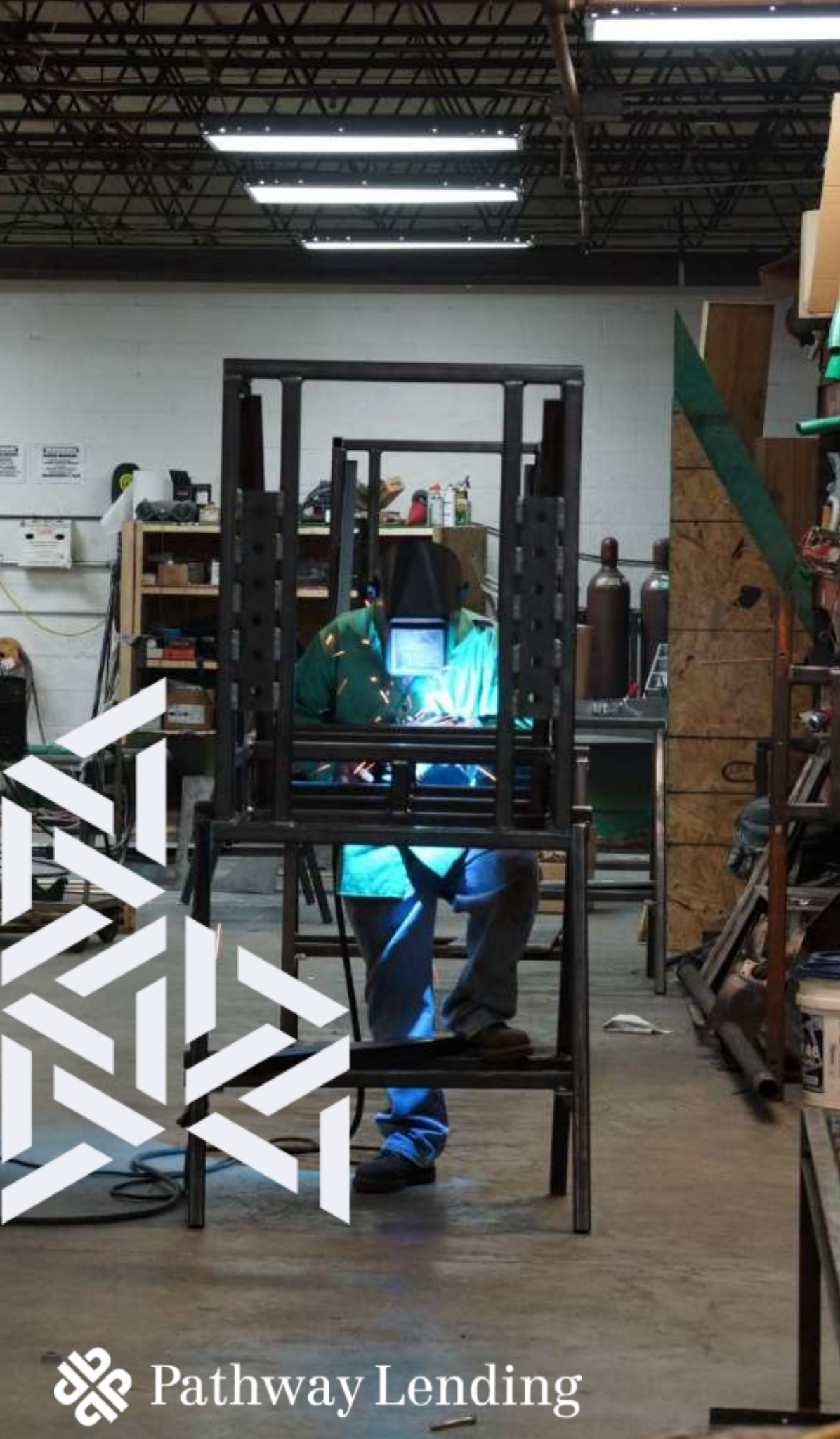
- ▶ Private, Locally-Owned Industrials
- ▶ Hotels
- ▶ Auto Dealerships
- ▶ Athletic/Community Centers (*for-profit & non-profit*)
- ▶ Private Schools



GENERAL MARKETS

**INDUSTRIAL,
COMMERCIAL,
PRIVATE,
NON-PROFIT,
AND LOCAL
GOVERNMENT
FACILITIES
LOCATED IN
THE STATE OF TN**





ENERGY EFFICIENCY FOCUS:

General Projects

- ▶ Any investment in a fixed asset that provides significant reductions in energy, emissions, and/or utility consumption.

Common Projects

- ▶ Lighting
- ▶ Solar
- ▶ HVAC Replacements
- ▶ Cool Roofs
- ▶ Air Compressors

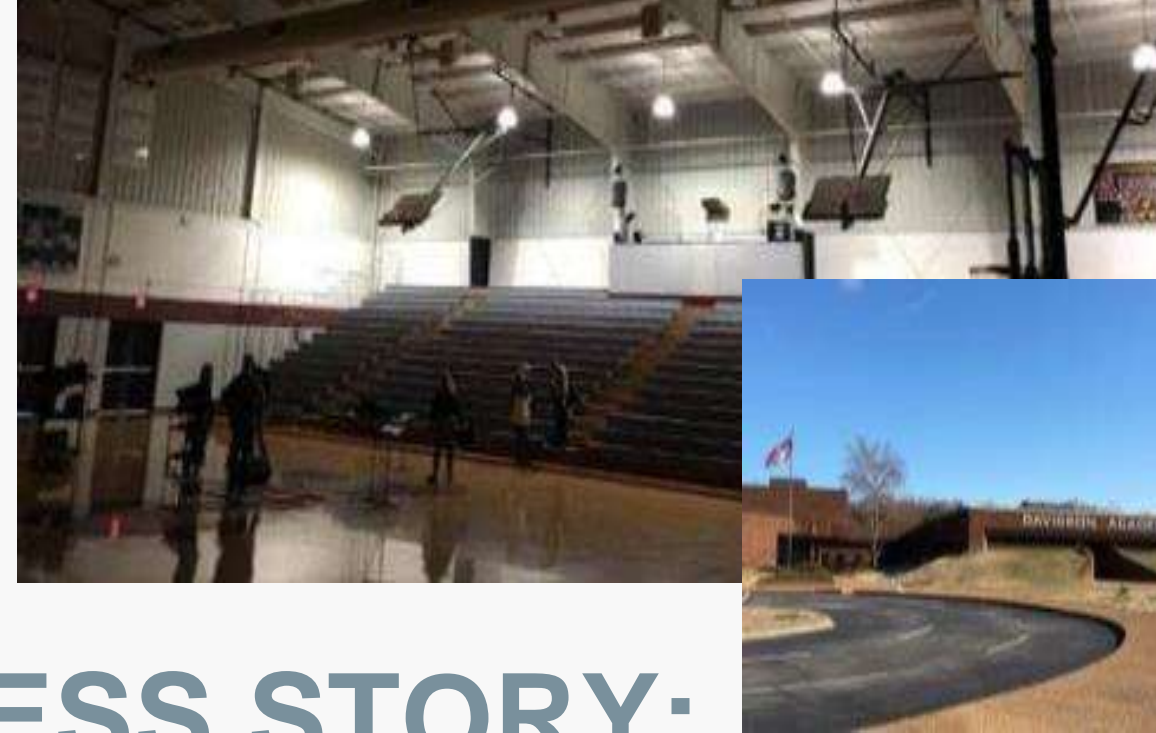


LIGHTING

SUCCESS STORY: WADE'S FOOD CENTER

Wade's Food Center replaced T-12 and incandescent lighting at 4 grocery stores and a hardware store with LED lighting. Lighting was replaced in refrigerated cases. Motion controls were also added in some areas.

- Total Project Cost: \$211,158
- Annual Energy Reduction: 1,375,993 kWh
- Annual Energy Cost Savings: \$137,599
- USDA Grant



LIGHTING

SUCCESS STORY: DAVIDSON ACADEMY

Davidson Academy replaced lighting at its K -12 private school. Over 800 fluorescent fixtures were replaced with LED flat panel fixtures. Metal halides were also replaced with LED.

- Total Project Cost: \$148,589
- Annual Energy Reduction: 333,820 kWh
- Annual Energy Cost Savings: \$33,382



LIGHTING & CONTROLS

SUCCESS STORY: CROWN COLLEGE

Crown College used a Pathway loan to replace 700+ T-12 fluorescent light fixtures with 511 T-8 light fixtures.

- Total Project Cost: \$170,00
- Annual Energy Reduction: 236,782 kWh
- Annual Energy Cost Savings: \$23,678





LIGHTING

SUCCESS STORY: NORTHFIELD WORKFORCE CENTER

The South Central TN Workforce Alliance operates the Northfield Workforce Development and Conference Center facility in Spring Hill, TN. The project was an interior and exterior lighting retrofit of its entire 320,000 SF building.

- Total Project Cost: \$391,000
- Annual Energy Reduction: 1,176,750 kWh
- Annual Cost Savings: \$117,675
- TVA Incentive \$83,923

200 employees x \$12/hr x 1,500 hrs/yr x 1% =
\$36,000





LIGHTING

SUCCESS STORY: BLUES CITY BREWERY

Blues City Brewery in Memphis, Tennessee used a Pathway Lending Energy Efficiency loan to retrofit lighting in its manufacturing and distribution facility. Metal halides in the workspace were replaced with LED and T-12 fluorescents in the office were replaced with T-8 fluorescents.

- Total Project Cost: \$1,700,000
- Annual Energy Reduction: 5,100,000 kWh
- Annual Cost Savings: \$462,000



LIGHTING

SUCCESS STORY: ALBAHEALTH

Albahealth in Rockwood, Tennessee used a Pathway Lending Energy Efficiency loan to retrofit lighting in its 100 year old manufacturing facility. The company also used Pathway loans to replace its air compressor system and improve HVAC.



	Lighting	Compressor	HVAC
• Total Project Cost:	\$66,000	\$137,500	\$57,960
• Annual kwh Savings:	861,285	702,838	36,054
• Annual Cost Savings:	\$68,903	\$56,277	\$3,966

SUCCESS STORY: HOLIDAY INN

Holiday Inn World's Fair Park in Knoxville, Tennessee used a Pathway Lending Energy Efficiency loan to purchase high efficiency water heaters, clothes dryers, and parking garage lights. A second loan added an energy management system and HVAC controls, replaced interior lighting with LEDs, and replaced PTAC units.



	Boilers/Ext	Controls/Int
• Total Project Cost:	\$343,000	\$330,000
• Annual Energy Reduction:	450,532	665,550
• Annual Cost Savings:	\$45,053	\$66,555



LIGHTING

SUCCESS STORY: WOLFCHASE HYUNDAI



Wolfchase Hyundai in Memphis, Tennessee used a Pathway Lending Energy Efficiency loan to retrofit its lighting. The project included changing exterior and interior lighting to more efficient LED lighting.

- Total Project Cost: \$93,251
- Annual Energy Reduction: 335,710 kWh
- Annual Cost Savings: \$33,571



HVAC

SUCCESS STORY: WEDGEWOOD TOWERS

Wedgewood Towers in Nashville, Tennessee acquired a Pathway Lending Energy Efficiency loan to replace its PTAC units with a high efficiency mini-split system.

- Approximate Project Cost: \$1,500,000
- Annual Energy Reduction: 555,740 kWh
- Annual Cost Savings: \$55,574





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A Community Development Financial Institution